

March 2016 Quarterly Performance and year to date update

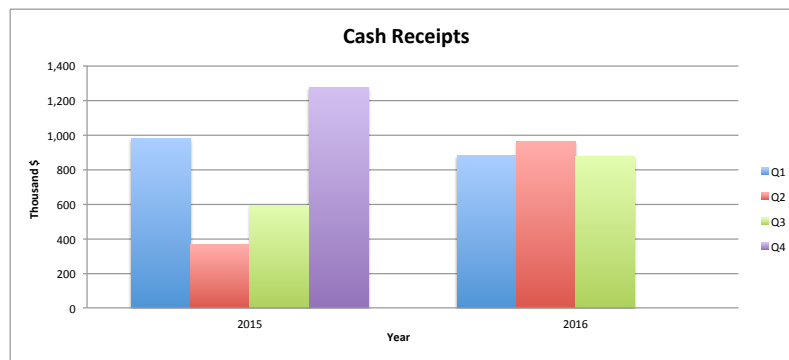
Performance and Productivity software group 8common Limited (**8common** or the **Company**) (ASX: **8CO**) is pleased to release its consolidated Quarterly Cash Flow for the quarter ended 31 March 2016. Key highlights for the quarter up till the date of this release include:

- Expense8 Monthly Recurring Revenues (MRR) have increased 60.2% on a year on year basis
- During the first 9 months of FY2016 Expense8 won Total Contract Value (TCV) of over \$1.7m average contract length of 2.8 years
- Expense8 continues strong growth off the back of NSW Department of Education go live with Expense8 customers including BAI (Broadcast Australia) and Mitre10
- Perform8 new SaaS based platform release aims to become the organisational development platform of choice for several leading consulting partners across Australia
- Realtors8 cash receipts grew 60.6% (year on year)
- Quarterly cash flow performance on budget and in line with expectations

Commenting on the current financial year achievements, 8common CEO, Nick Gonios said ‘we continue build on the momentum from last quarter with more customer commitments to Expense8 SaaS migration together with new and more intuitive Perform8 SaaS platform release’.

Cash flow performance

As we move into a growth investment phase, net operating cash flow for the quarter was an outflow of \$372,000, which was in line with expectations. This quarter delivered stronger customer operating receipts of \$876,000 compared to \$594,000 for the same quarter last year, a 47.5% improvement. An improvement in account receivables collections and the rights issue saw an improvement with the cash held at the end of March 2016 to \$404,801.



We estimate that our full fiscal year cash receipts will be in excess of \$3.8m, which is a 22.5% increase over last year.

Expense8

MRR has increased by 60.2% on a year on year basis. Year to date Expense8 has signed new and existing customers to multi year SaaS contracts with a Total Contract Value (TCV) of over \$1.7m. These contracts have an average length of 2.8 years.

During the quarter, Expense8 won several customer SaaS migrations up against our closest competitors due to our relentless focus on proactive local service and support. Our Customer Advisory Board is assisting us



with our extensive product roadmap by providing continuous feedback, which is proving to be a great success as we focus on becoming a more customer centric organisation.

We continue to experience significant new opportunities in the core Australian business as expense8 continues to be presented across both public and private sectors, which places the business in a solid position. Our refocused efforts into Asia is seeing new partner driven opportunities.

Commenting on the performance of Expense8, Nick Gonios said “Leading into 2016, we have now moved into Expense8’s growth phase and recent organisational changes are designed to build momentum and increase capacity with two key appointments across Sales and Customer Success.”

Perform8

Existing perform8 customers continue to show strong interest in migrating to the new perform8 SaaS based platform release and take advantage of the new team action planning and communications capabilities.

In addition, several Expense8 customers have committed to change management project initiatives powered by perform8 as part of their migration to expense8 into the cloud.

Commenting on Perform8 for this quarter, Nick Gonios said “the successful wins with existing Expense8 customers to adopt perform8 for their change management needs with the expense8 migration projects is validation the 8common customer success teams are building momentum in the right direction.”

Realtors8

2016 sees Realtors8 explore several new products, partnerships and geographies as we seek to leverage the greater realtors reach the business.

Cash receipts for the quarter ending 31 March 2016 was \$466,344. Off the back of a positive previous quarter, on a like for like basis, the existing Realtors8 division collected an all-time high compared to the previous year performance of \$289,890 (60.6% year on year increase).

Commenting on the performance of Realtors8, Nick Gonios said “Realtors8 continues to focus its efforts on driving additional new revenue streams from our existing customer base with complementary products and services.”

Outlook

With several new product and growth team members joining across the 3 operational businesses in this quarter, we aim to see a deeper sales pipeline of both direct and partner driven opportunities. We aim to focus on key verticals and partnerships across the employee productivity and performance SaaS space off the back of the recent existing customer wins.

For further information please contact:

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**About 8common Limited**

The 8common Group is listed on the Australian Securities Exchange (ASX:8CO). Its enterprise Performance and Productivity software products support government agencies, large corporates, multinationals and professional verticals (i.e. Real Estate) globally. The 3 primary products are Expense8, Realtors8 and Perform8. Expense8 is an integrated end-to-end travel and expense management solution used by government agencies, Australian corporates and multinationals in 8 countries. Expense8 operates on both a licence fee and transaction based business model. Realtors8 provides real estate agents and brokers in North America and Asia with a web based content management system that allows for the creation of unique websites to list property portfolios including integration with multi listing services (MLS) systems. It provides real estate agents and brokers with tools to generate lead for their property listings and to manage their customers. Perform8 incorporates the Centre for Organisational Innovation's (COI) employee survey product to assist organisations with employee surveying and performance improvement.

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